

WBAL-TV  
Exhibit 12

C#1  
and CE#2

**FULL-TIME VACANCY EEO INFORMATION – Form BP-03**  
[Fill out for each full-time vacancy]

Job Title of Vacancy: Account Executive

Date Vacancy Opened: 09/28/09

Date Vacancy Filled: 12/14/09

Recruitment Source That Referred the Hiree: Referral

Total Number of Persons Interviewed for the Vacancy: \_\_\_\_\_

**Recruitment Sources Used to Fill the Vacancy**

Name of Recruitment Source	Address	Contact Person	Telephone Number	Total Number of Interviewees referred By the Source for the Vacancy	Did the Source request Notification?
Coppin State College	2500 W. North Ave. Baltimore, MD 21216	Seana Coulter	410-951-3000		
Baltimore Urban League	512 Orchard St. Baltimore, MD 21201 <a href="http://www.bul.org">www.bul.org</a> – post on line	Career Center	410-823-8150		
Communities Organized to Improve Life	1200 W. Baltimore St. Baltimore, MD 21223	Stacey Smith	410-629-0506		
Jewish Vocational Services	1515 Reisterstown Rd. Baltimore, MD 21208	Tova Jaffee	410-653-5760		

Name of Recruitment Source	Address	Contact Person	Telephone Number	Total Number of Interviewees referred By the Source for the Vacancy	Did the Source request Notification?
NABJ (Nat'l Assoc Black Journalists)	8701 Adelphi Rd. Adelphi, MD 20783	Erin Joyner	301-445-7100		
Towson University	8000 York Rd. Towson, MD 21252 www.towson.edu/careercenter-post on line	Career Center	410-704-2000		
Morgan State University	C-224 Montebello 1700 E. Cold Spring Lane Baltimore, MD 21251  Carl Taylor Coordinator Academic & Career Advising Morgan State University Carl.taylor@morgan.edu	Center for Career Development	443-885-3110  443-885-3505		
NAACP	4805 Mt. Hope Drive Baltimore, MD 21215	Mr. Richard McIntire	410-580-5787		
MD Commission on Hispanic Affairs	301 W. Preston St., Ste 1502 Baltimore, MD 21201	Ms. Ruby Stemmle	410-767-7857		
Gov. Office of Minority Affairs	6 St. Paul St. Baltimore, MD 21202	Herbert Jordan	410-767-8232		
State of Maryland Dept of Labor, Licensing & Regulations	1100 N. Eutaw St. Baltimore, MD 21201 bhammons@dlt.state.md.us	Barry Hammons	410-767-2158		
Community Assistance Network	7701 Dunmanway Dundalk, MD 21222	Hal Malone	410-286-4674		
Howard University School of Communications	525 Bryant St. NW Washington, DC 20059 cdudley@howard.edu	Carol Dudley	202-806-5806		
National Assoc. of Hispanic Journalists	1000 National Press Bldg Washington, DC 20045 Send postings via email jobbank@nahj.org	Michelle Vignoli	202-662-7145		
Internal Bulletin Board	3800 Hooper Avenue	Department Heads	410-467-3000		

Posting	Baltimore, MD 21211			
Station Website	<a href="http://www.thewbalchannel.com">www.thewbalchannel.com</a> <a href="http://www.wbal.com">www.wbal.com</a> <a href="http://www.98online.com">www.98online</a>	Chris Vaughn Chris Beauchamp Kerry Plackmeyer	410-338-6499 410-338-6637 410-338-6552	
Name of Recruitment Source	Address	Contact Person	Telephone Number	Total Number of Interviews referred By the Source for the Vacancy
Hearst Argyle Careers AWRT	<a href="http://careers.hearstargyle.com">http://careers.hearstargyle.com</a> 8405 Greensboro Dr. McLean, VA 22102 <a href="http://www.awrt.org">www.awrt.org</a>	Robin Morrow  Amy Lotz	  703-506-3290	
Afro American Newspapers Loyola College	2519 N. Charles St. Baltimore, MD 21218  Career Development Center 4501 N. Charles St. Baltimore, MD 21210 Send postings via email <a href="mailto:thecarecenter@loyola.edu">thecarecenter@loyola.edu</a>	Marquis Goodwin  Michelle Schuler	410-554-8200  410-617-2000	
Honorable Elijah Cummings Office	1010 Park Ave, Ste. 105 Baltimore, MD 21201 Send postings via email <a href="mailto:Fran.allen@mail.house.gov">Fran.allen@mail.house.gov</a> <a href="mailto:Madhur.bansal@mail.house.gov">Madhur.bansal@mail.house.gov</a>	Fran Allen District Director	410-685-9199	
Mayor's Office of Employment Development	417 E. Fayette St. Suite 468 Baltimore, MD 21202 Send postings via email <a href="mailto:knichols@oedworks.com">knichols@oedworks.com</a> <a href="mailto:*thoward@oedworks.com">*thoward@oedworks.com</a> (*added 6/20/06)	Kahlila Nichols Workforce Operations Director	410-396-3009	
Balto City Community College	2901 Liberty Heights Ave. Baltimore, MD 21215 Send postings via email <a href="mailto:dhill@bccc.edu">dhill@bccc.edu</a>	Deidre Hill Job Recruitment	410-462-8013	
Broadcasting Institute of Maryland	7200 Harford Rd. Baltimore, MD 21234 <a href="mailto:nb@bim.org">nb@bim.org</a>	Norm Brooks Placement Director	410-254-2770	

Community College of Baltimore Co, Essex Campus	Job Placement Office 7201 Rossville Blvd. Building A, Ste 260 Baltimore, MD 21237	Continuing Education Dept	410-780-6653		
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Name of Recruitment Source	Address	Contact Person	Telephone Number	Total Number of Interviews referred By the Source for the Vacancy	Did the Source request Notification?
The Emma L. Bowen Foundation for Minority Interest in Media	524 West 57 <sup>th</sup> St. New York, NY 10019	Sandra Rice	212-975-2545		
National Organization for Women Baltimore Chapter	PO Box 253 Timonium, MD 21094 Send via email to info@baltimorenow.org	Lori, Electronic Correspondent	410-668-4399		
University of Md Baltimore County Career Center	cscjobs@umbc.edu (Univ of Md Balto Co)	Lauren Peters	410-455-2216		

# INTERVIEWEE INFORMATION - Form BP-04

Job Title of Vacancy: Account Executive

Interview #	Interviewee's Name	Referral Source	Interview #	Interviewee's Name	Referral Source
	Michael Cobb	spots & dots 55		Betsy Pollicino	Employee referral 34
	Joseph Fentila	cold call testing 64		Joshua Reynolds	call-in/cold call 64
	Lauren Spates	Recruitment/Anthony Associates 34		Ron Briggs	WBAU.com 65
	Lisa Kile	Recruitment/ Lynn Cohen 34		Scott Brandenburg	Spots & dots 55
	Rae Ferrill	Raven's Sales Mgr. 25		Lisa Seborowski	Client Referral 25
	Adam Kuzawa	Client Referral 25		John Poven	Euneson Coleman 29
	Richard Harris	Spots & dots 55		Rachel Krause	Referral/Mike Winner 34
	Kevin Maloney	Sara Scott - WJZ 25		Thomas Mayfas	Call-in 64
	Hope Vandrass	Recruitment/Anthony Associates 34		Howard Elgart	AE on staff 25
	Mike Johnson	Maryland work free 24		Laura Ranshaw	WBAU.com 65
	Chalene Jones	Towson University 59		Jody Trinsley	Craig Richmond 25

\*\*\*\*\* Use additional pages as needed. Do Not Put in Public File. \*\*\*\*\*

## VACANCY NOTIFICATIONS – Form BP-05

**Job Title of Vacancy:**        **Account Executive**

**Date Vacancy Opened:**

**Date Vacancy Filled:** \_\_\_\_\_

Notification of vacancy information for the above job title was given using the following advertisements, bulletins, letters, faxes, e-mails, or other communications. Dated copies of these notifications are attached to this form.

Type of Announcement	Date of Announcement	Type of Announcement	Date of Announcement
Letters	9/28/09		
Emails	9/28/09		
Internal Postings	9/28/09		
Websites	9/28/09		
Newspaper			

\*\*\*\*\* Remember to attach copies of the notifications. *Do Not Put in Public File.* \*\*\*\*\*



## ACCOUNT EXECUTIVE

Are you a Sales Professional who is self-determined to win? Do you love the thrill of identifying a challenge then developing and delivering the solution? WBAL-TV, Baltimore's #1 station, wants to hire their next Superstar to service existing accounts and develop new business across multiple platforms. To play on this winning team you must be able to balance attention to detail with a fast paced and results oriented environment. Send cover letter and resume to [wbaltvsales@hearst.com](mailto:wbaltvsales@hearst.com) Hearst Television, Inc. EEO



September 28, 2009

Seana Coulter  
Coppin State College  
2500 W. North Avenue  
Baltimore, MD 21216

Dear Sir or Madam:

Hearst-Argyle Television, Inc., licensee of Station WBAL-TV, Baltimore, Maryland requests your assistance in identifying and locating individuals who may be interested in the following job position(s) now available with our Company:

ACCOUNT EXECUTIVE

WBAL-TV is an equal opportunity employer and does not discriminate in the hiring, training or promotion of employees by reason of race, color, religion, sex, or national origin. We are engaged in a continuing effort to seek out prospective applicants for employment with our company. We earnestly solicit your assistance in obtaining employees and request that you refer prospective applicants to us at the above address.

Please refer all qualified applicants to us by 10/12/09. At this time, we anticipate that a hiring decision will be made on or about 10/26/09.

If you would like to receive these via e-mail, please send your e-mail address to [smcnicholas@hearst.com](mailto:smcnicholas@hearst.com). Thanks.

September 28, 2009

Stacey Smith  
Communities Organized to Improve Life  
1200 W Baltimore St.  
Baltimore, MD 21223

Dear Sir or Madam:

Hearst-Argyle Television, Inc., licensee of Station WBAL-TV, Baltimore, Maryland requests your assistance in identifying and locating individuals who may be interested in the following job position(s) now available with our Company:

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September 28, 2009

Erin Joyner  
NABJ  
8701 A Adelphi Road  
Adelphi, MD 20783-1716

Dear Sir or Madam:

Hearst-Argyle Television, Inc., licensee of Station WBAL-TV, Baltimore, Maryland requests your assistance in identifying and locating individuals who may be interested in the following job position(s) now available with our Company:

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September 28, 2009

Morgan State University  
Center for Career Development  
C-224 Montebello  
1700 E. Cold Spring Lane  
Baltimore, MD 21251

Dear Sir or Madam:

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September 28, 2009

Richard McIntire  
NAACP  
4805 Mt. Hope Drive  
Baltimore, MD 21215

Dear Sir or Madam:

Hearst-Argyle Television, Inc., licensee of Station WBAL-TV, Baltimore, Maryland requests your assistance in identifying and locating individuals who may be interested in the following job position(s) now available with our Company:

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September 28, 2009

Herbert Jordan  
Gov. Office of Minority Affairs  
6 St. Paul Street  
Baltimore, MD 21202

Dear Sir or Madam:

Hearst-Argyle Television, Inc., licensee of Station WBAL-TV, Baltimore, Maryland requests your assistance in identifying and locating individuals who may be interested in the following job position(s) now available with our Company:

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September 28, 2009

Barry Hammons  
State of Maryland Dept. of Labor,  
Licensing & Regularions  
1100 N. Eutaw Street  
Baltimore, MD 21201

Dear Sir or Madam:

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September 28, 2009

Hal Malone  
Community Assistance Network  
7701 Dunmanway  
Dundalk, MD 21222

Dear Sir or Madam:

Hearst-Argyle Television, Inc., licensee of Station WBAL-TV, Baltimore, Maryland requests your assistance in identifying and locating individuals who may be interested in the following job position(s) now available with our Company:

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September 28, 2009

Howard Univ. School of Communications  
525 Bryant Street N.W.  
Washington, DC 20059

Dear Sir or Madam:

Hearst-Argyle Television, Inc., licensee of Station WBAL-TV, Baltimore, Maryland requests your assistance in identifying and locating individuals who may be interested in the following job position(s) now available with our Company:

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September 28, 2009

Haydee Rodriquez  
Md. Commission on Hispanic Affairs  
311 W. Saratoga St.  
Baltimore, MD 21201

Dear Sir or Madam:

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If you would like to receive these via e-mail, please send your e-mail address to [smcnicholas@hearst.com](mailto:smcnicholas@hearst.com). Thanks.

September 28, 2009

Community College of Baltimore County, Essex Campus  
Job Placement Office, Bldg A, Ste 260  
7201 Rossville Blvd.  
Baltimore, MD 21237

Dear Sir or Madam:

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If you would like to receive these via e-mail, please send your e-mail address to [smcnicholas@hearst.com](mailto:smcnicholas@hearst.com). Thanks.

September 28, 2009

Sandra Rice  
Emma L. Bowen Foundation for Minority Interest in Media  
524 West 57th St.  
New York, NY 10019

Dear Sir or Madam:

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If you would like to receive these via e-mail, please send your e-mail address to [smcnicholas@hearst.com](mailto:smcnicholas@hearst.com). Thanks.

September 28, 2009

Tova Jaffe  
Jewish Vocational Services  
1515 Reisterstown Rd.  
Baltimore, MD 21208

Dear Sir or Madam:

Hearst-Argyle Television, Inc., licensee of Station WBAL-TV, Baltimore, Maryland requests your assistance in identifying and locating individuals who may be interested in the following job position(s) now available with our Company:

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Please refer all qualified applicants to us by 10/12/09. At this time, we anticipate that a hiring decision will be made on or about 10/26/09.

If you would like to receive these via e-mail, please send your e-mail address to [smcnicholas@hearst.com](mailto:smcnicholas@hearst.com). Thanks.

## McNicholas, Sharon E

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**From:** McNicholas, Sharon E  
**Sent:** Monday, September 28, 2009 12:18 PM  
**To:** 'bhammons@dlr.state.md.us'; 'Carl Taylor'; 'cdudley@howard.edu'; 'cscjobs@umbc.edu'; 'dhill@bccc.edu'; 'fran.allen@mail.house.gov'; 'info@baltimorenw.org'; 'jobbank@nahj.org'; 'knichols@oedworks.com'; 'madhur.bansal@mail.house.gov'; 'nb@bim.org'; 'rhoward@oedworks.com'; 'thecareercenter@loyola.edu'  
**Subject:** Job Posting  
**Attachments:** AE Job Posting.doc

Dear Sir or Madam:

Hearst- Television, Inc., licensee of Station WBAL-TV, Baltimore, Maryland requests your assistant in identifying and locating individuals who may be interested in the following job position(s) now available with our Company:

### ACCOUNT EXECUTIVE

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WBAL-TV  
3800 Hooper Avenue  
Baltimore, MD 21211

Please refer all qualified applicants to us by **October 12, 2009** At this time, we anticipate that a hiring decision will be made on or about **October 26, 2009**.

**McNicholas, Sharon E**

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**From:** McNicholas, Sharon E  
**Sent:** Monday, September 28, 2009 12:30 PM  
**To:** chris Vaughn  
**Subject:** Job Posting

Can you post the following on our website?

## ACCOUNT EXECUTIVE

Are you a Sales Professional who is self-determined to win? Do you love the thrill of identifying a challenge then developing and delivering the solution? WBAL-TV, Baltimore's #1 station, wants to hire their next Superstar to service existing accounts and develop new business across multiple platforms. To play on this winning team you must be able to balance attention to detail with a fast paced and results oriented environment. Send cover letter and resume to [wbaltvsales@hearst.com](mailto:wbaltvsales@hearst.com) Hearst Television, Inc. EEO

## **McNicholas, Sharon E**

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**From:** McNicholas, Sharon E  
**Sent:** Monday, September 28, 2009 12:32 PM  
**To:** Anderson, Barbara F; Bamonti, Stephen L; Bittle Butt, Michelle M; Draper, Wanda Q; Halapin, Jeff K; Nunez, Sue M  
**Subject:** Job Posting  
**Attachments:** AE Job Posting.doc

Please post in your department



# CHILDREN CHURCH FOR THE FUTURE

ay Hunter. We enjoyed "the  
which passes all  
g." When we saw the title of  
looked at each other and

Witnessing the young people actively  
involved in the church, singing in the choir  
and the young ushers under the tutelage of  
Patrick Johnson was a living testimony to  
how the young can serve in the church.

'It's me O Lord, standing in the need  
of prayer'

Douglass High School Class of '57 is  
mourning the death of Norvise Goodwin  
Penny, mother of Aaron "Butch" Jenkins.



## FACILITY SERVICES

ISS Facility Services is currently seeking FT and PT positions throughout DC Metro. Zone Cleaners, Floor Techs and Site Supervisors are needed. Salaries range from \$7.25 to \$12.00 per hour. Medical, dental, vision, and life insurance benefits are available for FT and PT positions. Short-term disability is available for FT positions. Candidates should have strong janitorial and customer relations skills. We develop rapport with our customers by hiring, training, and retaining talented personnel, by investing in the latest technology and equipment, and by adopting a proactive mind-set that focuses on preventing problems before they occur. ISS is one of the world's leading facility services companies with over 410,000 employees in 50 countries. ISS is an Affirmative Action Employer and promotes a diverse work place. Contact (301) 731-5330 for employment and interview information.

## ACCOUNT EXECUTIVE

Are you a Sales Professional who is self-determined to win? Do you love the thrill of identifying a challenge then developing and delivering the solution? WBAL-TV, Baltimore's #1 station, wants to hire their next Superstar to service existing accounts and develop new business across multiple platforms. To play on this winning team you must be able to balance attention to detail with a fast paced and results oriented environment. Send cover letter and resume to [wbaltvsales@hearst.com](mailto:wbaltvsales@hearst.com) Hearst Television, Inc. EEO

The University of Maryland Medical Center (UMMC) is seeking a Construction Manager for the planned renovation of and addition to the R Adams Cowley Shock Trauma Center. Slated for 2010, the multi-story building will consist of approximately 175K square feet of new construction and 85K square feet of renovation. The new building will include New Operating Rooms, Emergency Department Expansion and Intensive Care Patient Rooms. The Construction Manager and staff must have proven experience in estimating, scheduling and managing major healthcare building additions, including renovations within an urban academic medical center setting. Firms interested must submit qualifications and specific healthcare experience to UMMC attn: RD 250 West Pratt Street, Baltimore, MD., 21201 no later than Monday October 12, 2009.

MARYLAND STATE DEPARTMENT OF HEALTH AND MENTAL HYGIENE  
MARYLAND HEALTH CARE COMMISSION  
HEALTH POLICY ANALYST - Advanced  
Healthcare-Associated Infections Data  
Grant Funded Position

LOCATION

Health Care Commission

PRO

Thank You | American Women in Radio and Television - Windows Internet Explorer

http://awrt.org/thank-you-job-posting.php

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Tools

American Women  
Creating Progress  
AWRT  
In Radio & Television

# American Women In Radio & Television

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## Promoting Progress, Creating Change

American Women in Radio & Television, Inc. (AWRT) is a non-profit, professional organization of women and men who work in the electronic media and allied fields.

[Learn More](#)

### Job Successfully Submitted


Thank you for submitting your job. All jobs are reviewed before being posted.

#### Member Login

Welcome Sharon McNicholes

[Change Password](#) | [Edit Profile](#)

[Logout](#)



### THE Gracies

*Love the Title!*

May 25, 2010 - Gracies Gala

May 26, 2010 - Gracies Luncheon

Done

Internet

100%



TOWSON UNIVERSITY

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## Viewing Job: 21265/Account Executive

[Profile View](#)   [Position Information](#)   [Contact Information](#)   [Posting Information](#)

## Position Information

[\[Edit\]](#)

To update information in the 3 sections below, click the Edit button in each section. Required fields are indicated by an \*. The Posting Information Section below contains important fields. Please read carefully.

\*Job ID: 21265

\*Job Title: Account Executive

Job Reference Num:

Organization Name: WBAL TV11

No of Openings: 3

Work Schedule: full time

Hours per Week: 40

Wage/Salary ? :

Other Compensation ? :

Employment Start Date: asap

Employment End Date: tba

Supervisor: Anthony Arbucias

\*Job Description: Are you a Sales Professional who is self-determined to win? Do you love the thrill of identifying a challenge then developing and delivering the solution? WBAL-TV, Baltimore's #1 station, wants to hire their next Superstar to service existing accounts and develop new business across multiple platforms. To play on this winning team you must be able to balance attention to detail with a fast paced and results oriented environment. Send cover letter and resume to [wbaltsales@hearst.com](mailto:wbaltsales@hearst.com) Hearst Television, Inc. EEO

Qualifications: Prior sales experience

\*Application Instructions: send cover letter and resume to [wbaltsales@hearst.com](mailto:wbaltsales@hearst.com)

## Contact Information

[\[Edit\]](#)

First Name: Sharon

Middle Initial:

Last Name: McNicholas

Address Line 1: 3800 Hooper Ave.

Address Line 2:

City: Baltimore

State: MD

Zip: 21211

Map to Address Above: [Online Map](#)

Phone: 410-338-6423

Fax:

Email: [smcnicholas@hearst.com](mailto:smcnicholas@hearst.com)

Website:

## Posting Information

[\[Edit\]](#)

Please read carefully, this section contains important information. Required fields are marked by an \*.

- **Applicant Type-** Select type of applicant. To multi-select, hold down CTRL while you click to select more than one.
- **Expiration Date-** Enter deadline to apply for position or today's date to close the job posting.
- **Show Contact Information-** Allows students to view your Contact Information (Yes or No). To limit the information that students may view, select yes and simply edit the contact information section above.
- **Allow Online Referrals-** Allows students to personally apply for the position by referring their resumes (Yes or No). If you do not want to allow online referrals, list requirements in the Application Instructions above.

Job Location: Baltimore, MD

Job Category: Sales

Position Type: Full-time Experienced

\*Applicant Type: Full-Time

Minimum GPA:

Work Authorization Status:

Graduation Start:

Graduation End:

Classification: Alumnus/a

Degrees:

Majors:

Screen Minimum GPA ? : No

Screen Work Authorization Status: No  
Screen Graduation Range: No  
Screen Classification: No  
Screen Degrees: No  
Screen Majors: No  
\*Post Date: 9/28/2009  
\*Expiration Date: 10/12/2009  
Show Contact Info: No  
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Job Detail

Job Summary

### Account Executive

Salary:	Open	Location:	<a href="#">Baltimore, MD</a>
Employer:	<a href="#">WBAL-TV</a>	Type:	Full Time - Experienced
Category:	Sales	Preferred Education:	Some College

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Employer Information

### About [WBAL-TV](#)

WBAL-TV is owned by Hearst-Argyle Television and is an NBC Affiliate.

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Job Description

### ACCOUNT EXECUTIVE

Are you a Sales Professional who is self-determined to win? Do you love the thrill of identifying a challenge then developing and delivering the solution? WBAL-TV, Baltimore's #1 station, wants to hire their next Superstar to service existing accounts and develop new business across multiple platforms. To play on this winning team you must be able to balance attention to detail with a fast paced and results oriented

environment. Send cover letter and resume to [wbaltvsales@hearst.com](mailto:wbaltvsales@hearst.com) Hearst Television, Inc. EEO

**NOTES:** 3 openings. Local Residents Preferred (No Relo)

Requirements

Prior Sales Experience

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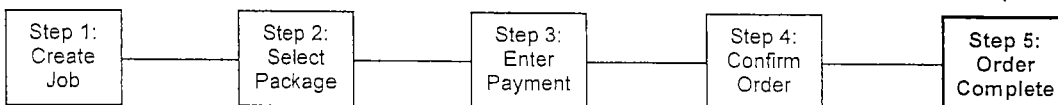
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The charge on your American Express statement will appear as "Boxwood Technology, Inc."

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Invoice Number: 899886  
 Credit Card: \*\*\*\*\*1008  
 Charge: \$125.00 USD  
 Date Posted: Monday, September 28, 2009  
 Job Package Used: 30-Day Local Maryland Posting  
 Job ID: 3201619  
 Postings Remaining: 0 of 1

Order Detail	
30-Day Local Maryland Posting	\$125.00 USD
Paid with Amex.	(\$125.00) USD
Balance: \$0.00 USD	

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# Hearst Television Inc

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### Account Executive

Category: [Sales - Account Executive](#)

Location: [Baltimore, MD - WBAL-TV](#)

Posted: 09/28/2009

Full-Time/Part-Time: Full Time

Compensation:

## Description:

Are you a Sales Professional who is self-determined to win? Do you love the thrill of identifying a challenge then developing and delivering the solution? WBAL-TV, Baltimore's #1 station, wants to hire their next Superstar to service existing accounts and develop new business across multiple platforms. To play on this winning team you must be able to balance attention to detail with a fast paced and results oriented environment. Send cover letter and resume to [wbaltvsales@hearst.com](mailto:wbaltvsales@hearst.com) Hearst Television, Inc. EEO

## Responsibilities:

Service existing accounts and develop new business across multiple platforms

## Requirements:

Prior Experience

## To apply:

Send Cover Letter and Resume to  
[WBALTVSALES@HEARST.COM](mailto:WBALTVSALES@HEARST.COM)

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## NETWORK NEWS

This week's **Late Show with David Letterman**, addressing 'the issue' on his show, drew a larger than usual audience. Late Show delivered 5.7 million viewers and a 1.4 rating among adults 18-49, according to **Nielsen**. That beat the **Tonight Show With Conan O'Brien** (2.3 million, 0.9) by a significant margin and ranked as Letterman's second-highest rating of the season. First place was set by **President Barack Obama's** visit. Late Show posted a 4.2 household rating/10 share, besting ABC's **Nightline**, which posted a 3.2/7 for its half hour broadcast, along with the **Tonight Show** (1.7/4). **Helen Hunt** is apparently no longer in the running to replace **Maura Tierney** in **Parenthood**. According to an insider, talks between the actress and **NBC** fell apart and the role of single mom Sarah has now been offered to **Lauren Graham** (**Gilmore Girls**).....**Jennifer Hudson** will return to her hometown of **Chicago** to share childhood memories of music, people and places in the hour-long primetime special, **Jennifer Hudson: I'll Be Home for Christmas**, set to run this December on the **ABC**.

## CBS TAKES TUESDAY

**CBS** easily took Tuesday in the **Nielsen** metered markets with a 10.8/17 primetime average on **NCIS**, **NCIS LA** and **Good Wife**. **ABC** was next but by quite a distance; a 5.6/9 on **Shark Tank** (3.5/6), **Dancing** (8.5/13) and **Forgotten**, which delivered a series-low 4.8/8. **NBC** posted a 4.8/8; **Loser** was a 4.9/8, **Leno** a 4.4/7. And **Fox** garnered a 3.8/6 with **Hell's Kitchen** (4.3/7) and **Dance** (3.3/5). The **CW** posted a 1.3/2 with **90210** and **Melrose**.

**CBS** also snagged the 18-49 win, with a 3.6/10. **NBC** (3.1/8), **Fox** (2.8/8), **ABC** (2.0/5), and **CW** (1.0/3) followed.

## WEEKLY RATINGS

**CBS** was the victor in national **Nielsens** in the second week of the broadcast season with a 7.2/12 prime average. **ABC** (6.2/10), **NBC** (4.9/8), **Fox** (4.5/7), **Univision** (2.0/3), **CW** (1.5/2), **Univision** (1.3/3), **Telemundo** (0.5/1), **Ion** and **Telefutura** (0.4/1), and **Azteca America** (0.1/0) followed. **Fox** took the 18-49 weekly win (3.1/9) in a close race with **ABC** and **CBS** (2.9/8) and **NBC** (2.7/8). **Univision** was s 1.5/4, followed by **CW** (1.1/3), **Telemundo** (0.5/1), **Telefutura** (0.4/1), **Ion** (0.2/1), and **Azteca America** (0.1/0).

**NCIS** ranked no. 1 for the week, followed by **Dancing** (11.1/17), **SNF** (11.0/18), **NCIS LA** (10.6/16) (10.1/17), and **Mentalist** (10.1/17). **CSI** and **Grey's** tied at no. 6, each with a 9.9/16. **Housewives** was a 9.2/14, **CSI Miami** and **Goodwife** (9.1/15). **House** was **Fox's** best, a 8.5/13.

The week's top programming for Adults 18-49 included **SNF** (7.4), **Grey's** (6.1), **House** (5.8), **Big Bang** (5.3), **Family Guy** (5.1), **Housewives** (5.0), **The OT** (4.9), **NCIS** (4.8), and **Two and a Half Men** (4.8).

## AVAILS

Are you a **Sales Professional** who is self-determined to win? Do you love the thrill of identifying a challenge then developing and delivering the solution? **WBAL-TV**, Baltimore's #1 station, wants to hire their next Superstar to service existing accounts and develop new business across multiple platforms. To play on this winning team requires balancing attention to detail with a fast paced and results oriented environment. Send resume to [wbaltvsales@hearst.com](mailto:wbaltvsales@hearst.com). Hearst Television, Inc. EEO.

**Comcast Spotlight** is searching for an **Account Executive - New England** (CT, MA, NH, VT). You'll represent multiple Comcast Spotlight platforms to clients in your territory with the goal of providing uniquely tailored marketing solutions.

Responsibilities include developing new revenue streams utilizing cable spots, Comcast.net and On Demand. Qualifications/Requirements: Minimum 1-2 years in television sales, excellent writing, verbal, negotiating and presentation skills. All applicants must apply online at <https://careers.comcast.com>. Please contact Amena Haynes at [amena\\_haynes@cable.comcast.com](mailto:amena_haynes@cable.comcast.com). EEO/AA/M/F/D.

Small-Mid size southern market seeks a News Director. Responsibilities include all aspects of News operations from overseeing the daily gathering, reporting and presentation of News to hiring, training, long range development, strategic planning and budgeting, and overall news management. Send resume, tape of recent newscast, cover letter (including news philosophy), references and salary requirements to: **WWAY**, 615 N. Front Street, Wilmington NC 28401. Fax (910) 202-0769, or email: [kimf@wwaytv3.com](mailto:kimf@wwaytv3.com). Please include JOB REFERRAL #256 with your information. No Telephone calls please. EOE.

**WFRV-TV/CBS Green Bay** has an exciting career opportunity for an energetic, self motivated individual who wants to join our Local Sales team. Account Executive duties include prospecting and developing new business and maintaining existing WFRV/wfrv.com customers. Computer skills and a valid driver's license required; experience with media sales software a plus. College degree or equivalent media sales experience required. Send resume/cover letter to [kit.overlock@wfrv.com](mailto:kit.overlock@wfrv.com) or Local Sales Mgr., WFRV-TV, 1181 E. Mason Street, Green Bay, WI 54301 EOE.

Cox Television's **WAXN-TV**, one of the nation's leading independent stations, seeks an **Account Executive**. Candidate must be highly motivated to cultivate new business (a must!), grow existing client billing and generate on-line/nontraditional revenue. Must possess a working knowledge of Microsoft Office. Knowledge of OneDomain, OSI, Marshall Marketing and Matrix a plus. 2 years sales experience preferred, but not necessary. Resumes to: Kat Savage, LSM, WAXN-TV, 1901 N. Tryon St., Charlotte, NC 28206. EOE M/F.

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